

REQUEST FOR PROPOSALS



**FOR THE OPERATION AND MAINTENANCE
OF
FIRST BUFFALO RIVER MARINA
32 Fuhrmann Boulevard
Buffalo, New York 14203**

RFP RELEASE DATE: January 16, 2019
RFP DEADLINE: February 7, 2019 at 2pm EDT

Addendum #3 – Pre-Bid Meeting Presentation & Sign In Sheet

Attached herein is the ECHDC presentation and attendee sign in sheet from the Pre-Bid Meeting (95 Perry St., Buffalo, NY 14203) & Site Tour (32 Fuhrmann Blvd., Buffalo, NY 14203) that occurred on Thursday, January 24, 2019.

All questions verbalized during the course of the meeting and site tour must be submitted by 2PM EDT on January 29, 2019, in order to receive an official response from ECHDC.



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First Buffalo River Marina Operator RFP Pre-Proposal Meeting

1/24/2019 @ 3pm

Name	Organization	Email	Signature
Kevin Parkinson	OH Management Group	K.Parkinson@OHK.com	
Beth Potozniak	OH Management Group	bpotozniak@ohdevelopmentbuffalo.com	
Darren Wright	RCR Yachts		
Don Finkle	RCR Yachts		
Tim Finkle	RCR Yachts		
Gary Pudlewski	Olson Bros. Marine	boolson@olson.com	
Dale Ellison	Dale's Marine Service	DalesMARINEservice@gmail	
Eric Ellison	Dale's Marine Service	Spooop4@yahoo.com	
Chris Todorov	Dale's Marine Service		
Allen Hemingway	Dale's Marine Service	allenhemingway79@kahan.com	
Peter Linton	Dale's Marine Service	pete.linton@gmail.com	
Gina Martin	Dale's Marine Service	gmartin1098@gmail.com	
John Skipper	Charlie's Boat Yard	J Skipper@charliesboatyard.com	
Jeff Riter	" "	JRiter@ " " "	
Andrew Maciazek	Pinto Construction	amaciazek@pintos.com	
L Moloney	Canalside	lauren@canalsidebuffalo.com	
E. Manno	" "	erin@canalsidebuffalo.com	
Darren Wright	RCR Yachts inc	darren@rcryachts.com	

* Please Note: The names and contact information on this sheet will be made public on our website.

Request for Proposal: Pre-Bid Meeting

First Buffalo River Marina Operator



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Solicitation Issue Date: January 16, 2019

**Proposal Due Date: February 7, 2019
(no later than 2pm EDT)**

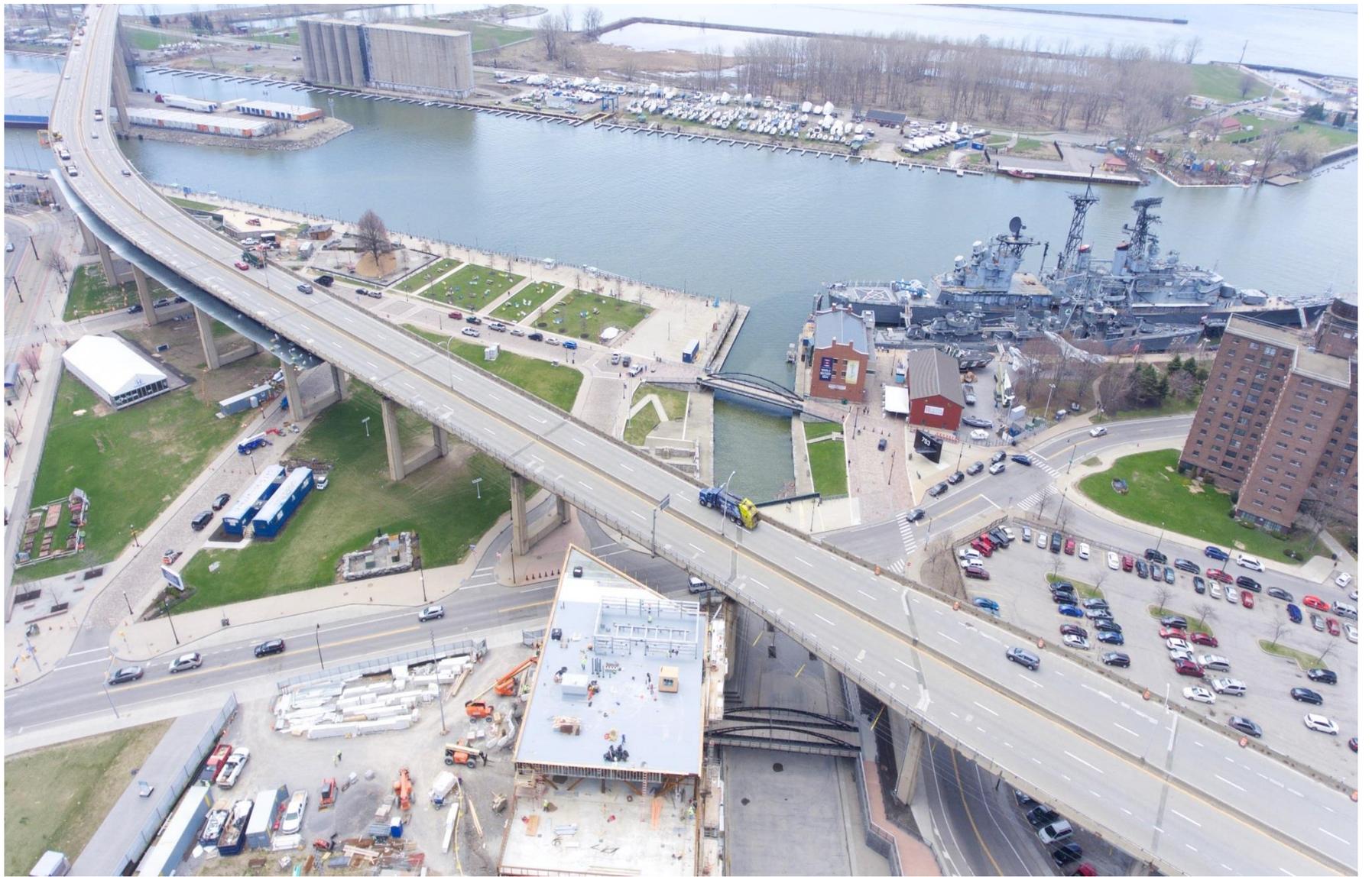


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The Site

- 1964: site has been utilized for waterside operations by New York Power Authority (NYPA), mainly two tugboats and ice-breaking vessel
- 2010: NYPA assumed marina operations for the First Buffalo River Marina from the former owner Ganco, Inc.
- 2014: ECHDC, in partnership with NYPA, unveiled the illumination of the Connecting Terminal grain elevator to enhance and revitalize the centralized, waterfront structure
- 2016: NYPA transferred the property to ECHDC









The Outer Harbor

- ECHDC currently owns a roughly 400-acre strip of man-made land between Lake Erie and Fuhrmann Blvd.
- The close proximity to nearby Canalside/Inner Harbor, coupled with significant investments by ECHDC, as well as public and private sectors, makes this an extremely appealing opportunity
- Waterfront property features a mix of open green space, passive and active recreational features, and designated event spaces, broken down into 6 different publically accessible areas: *Queen City Ferry Landing; Wilkeson Pointe; Michigan/Seaway Pier; Greenbelt Space/Pathway; Bell Slip; Terminals A&B*





BB1 Improvements

Recognizing Governor Andrew Cuomo's vision for a revitalized Outer Harbor, \$5 million of Buffalo Billion 1 funding, ECHDC will complete construction in May 2019 of several improvements that would enhance access and facilitate greater public use/enjoyment of 20-acres at the southern end of the Outer Harbor. These improvements include:

- the extension of a multi-use waterfront trail system,
- an events lawn,
- an urban bike park and off-road trail
- habitat restoration areas



BB1 Improvements



Site Plan
Outer Harbor Access and Activation Civic Improvements - Phase 1
901 Fuhrmann Boulevard
Permit No. GC17-9444827

Applicant: Erie Canal Harbor Development Corporation



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January 2018



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Bike Ferry Landing

- A \$5 Million project to enhance the pedestrian experience and connectivity between the The Outer and Inner Harbor
- The beautifully landscaped landing spot for Queen City Bike Ferry boasts amenities for pedestrians, bicyclists and passive recreationalists with a prime view of Canalside and the inner Harbor.





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Wilkeson Pointe

\$3.5 Million revitalization project of 20-acre site with maintained landscape, 7-10 acres of flexible “open” event space, wind sculptures, comfort station, non-motorized dock, gazebo, beach (no water access), play areas, fishing pier and 14 parking spaces.



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Greenbelt Space/Pathway

Over 100 acres of “raw” event space, which is encircled by the Greenbelt bike/pedestrian pathway (approximately 3 miles). A paved pathway runs directly through the middle of the site and terminates at the northern end into a large paved, event space.



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Bell Slip

A series of successional woodlands, meadows, and natural habitats that support wildlife and bird populations. Additionally, there are 25 paved public parking spaces, with public gathering spaces on each side, as well as some grass areas for usage.





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Terminals A&B

Over 50 acres of space, led by 2 terminal buildings (500,000 and 100,000 sq/ft.). Paved areas and proximity to the water's edge highlight the accessibility and functionality of this space.



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Michigan/Seaway Pier

The abandoned pier is inaccessible to public and has limited uses. However, all that is soon to change as this parcel is a key project area of the \$5 Million Buffalo Outer Harbor Access and Activation Civic Project



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The Request

- Seeking proposals from qualified marina operators for right to operate and maintain a private marina, as well as ECHDC owned assets such as equipment and buildings.
- Intent is to solicit an operator that will display the following:
 1. Professionally sound practices in the areas of finance, operations/maintenance and customer service.
 2. A background of working within a seasonal waterfront community.
 3. A proven history of working amenable with a variety of public and private partners.
 4. An understanding of ECHDC's vision for Buffalo's waterfront revitalization.



The Scope

The purpose of the *Designated Operator* will be to develop and maintain a comprehensive plan for operating and maintaining the marina. The tasks include, but are not limited to, the following:

- Facility management (slips, docks, buildings, utilities, etc.)
- Equipment maintenance
- Regulatory oversight of the property, assets and vessels
- Financial record keeping
- Insurance



The Opportunities

ECHDC fully understands that for the *Designated Operator* to be successful, revenue streams need to be made available throughout the term of the agreement. The opportunities include, but are not necessarily limited to, the following opportunities:

- Slip holder fees (*No changes for 2019 season*)
- Summer/winter storage
- Seasonal dry docking
- Ship store
- Miscellaneous services

* Note: Any other suggested revenue streams will be at the sole discretion of ECHDC, based on both public and confidential information.



The Opportunities

Revenue	2013	2014	2015	2016	2017
Slip Rentals	\$ 146,276	\$ 175,257	\$ 160,830	\$ 167,263	\$ 160,800
Boat Storage	\$ 108,859	\$ 117,581	\$ 118,732	\$ 105,612	\$ 139,700
Park & Launch	\$ 13,430	\$ 1,430	\$ 22,650	\$ 28,000	\$ 30,900
Marina Services	\$ 16,766	\$ 22,862	\$ 25,262	\$ 44,032	\$ 92,000
Totals	\$ 285,331	\$ 317,130	\$327,474	\$344,907	\$ 423,400



The Terms

- Entry into a formal agreement/contract for the 2019-2020 boating seasons with renewable options for 2021 and 2022
- Adherence to all applicable NYS contract requirements outlined in the RFP
- Offer to ECHDC, without assistance, in the form of a base rent and revenue share, in exchange for right to operate and maintain the private marina, with an expectation of generating revenue in a financially sound manner.
- Work with ECHDC, as necessary, to mitigate any and all unforeseen circumstances that may arise



The Process

The successful Respondent (or team) will have extensive experience in marina operations and understand the challenges of working with complex urban environments with nearby recreational pedestrian usage.

Selection of the Contractor shall be based on a determination of the best value to ECHDC. When evaluating proposals, the following criteria will be considered in order of priority:

Financial Offer (40 Points)

Proposed Operations Plan (30 Points)

Team Qualifications (25 Points)

Diversity Practices (5 Points)



Proposal Requirements

- Cover letter
- Respondent Description
- List of qualifications
- Relevant work/projects
- Financial offer & pro-forma



Procurement Forms & Requirements

1. State Finance Law §§139-j and 139-k forms
2. Vendor Responsibility Questionnaire
3. Iran Divestment Act Statement
4. Non-Discrimination and Contractor & Supplier Diversity Requirements
5. Encouraging the Use of NYS Businesses in Contract Performance Form
6. Certification under State Tax Law Section 5-a
7. Schedule A (for review only—no separate form requirement)
8. Project Sunlight (for review only—no separate form requirement)
9. Insurance Requirements
10. W-9
11. EO-177 Certification



Time & Place of Submission

Submit one (1) original, six (6) hard copies, and one (1) electronic copy on USB of your proposal by **2pm on February 7, 2019**

Responses shall be delivered to:

Steven P. Ranalli, Vice-President

Erie Canal Harbor Development Corporation

Attn: First Buffalo River Marina RFP

95 Perry Street, Suite 500

Buffalo, New York 14203



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Additional Info.

Any and all questions/requests for additional information or documents will be accepted no later than **2pm January 29, 2019** to:

Chris Catanzaro, Project Manager

Erie Canal Harbor Development Corporation

95 Perry Street, Suite 500

Buffalo, New York 14203

(716) 846-8202

FBRMarinaOperatorRFP@esd.ny.gov



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